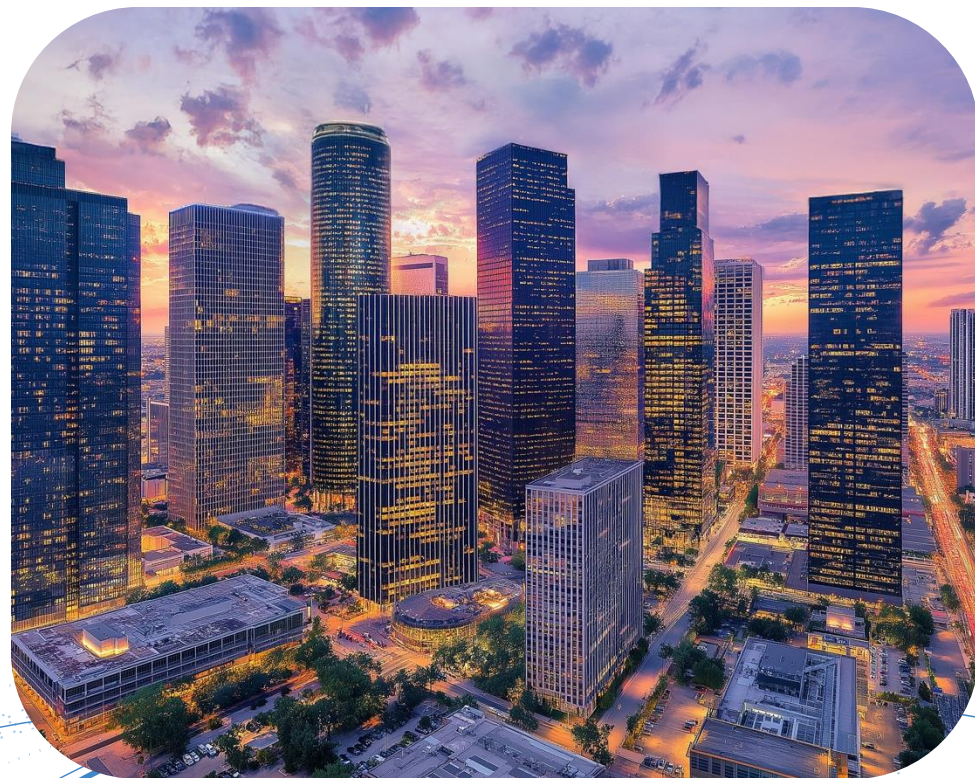


# Transforming the Risk Operations Center with Agentic AI Workflows



**Mayuresh Ektare**

VP, Product Management  
Enterprise TruRisk Management



# CTEM Maturity Journey to the ROC

From Reactive to Risk-Informed Resilience

**ROC**

**25%**

Critical &  
High



## Business/Monetary Impact

### Risk Operations Center

- Quantifies cyber risk as **business impact** and **value at risk**
- Aligns security actions **with risk appetite** and **critical business functions**

**60%**

Critical & High



## EPSS/Threat Intelligence

### Risk Based VM

- Adds **exploitability**, **threat intel**, and **asset criticality**
- Prioritizes vulnerabilities based on actual **risk of exploitation**

**87%**

Critical & High



## Severity/CVSS

### Vulnerability Management (VM)

- **Continuous or Ad Hoc** Scans
- **Minimal business** or asset context

**Prioritize the absolute essentials**

# Operating ROC at its Full Potential

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**What gets measured  
gets managed**

Building a ROC isn't the finish line.  
It's the starting point.

# Metrics to Measure ROC Performance



# Why Track these Metrics?

## Risk is Infinite, the budgets are not!

When exposures outpace  
remediation, Risk Compounds.

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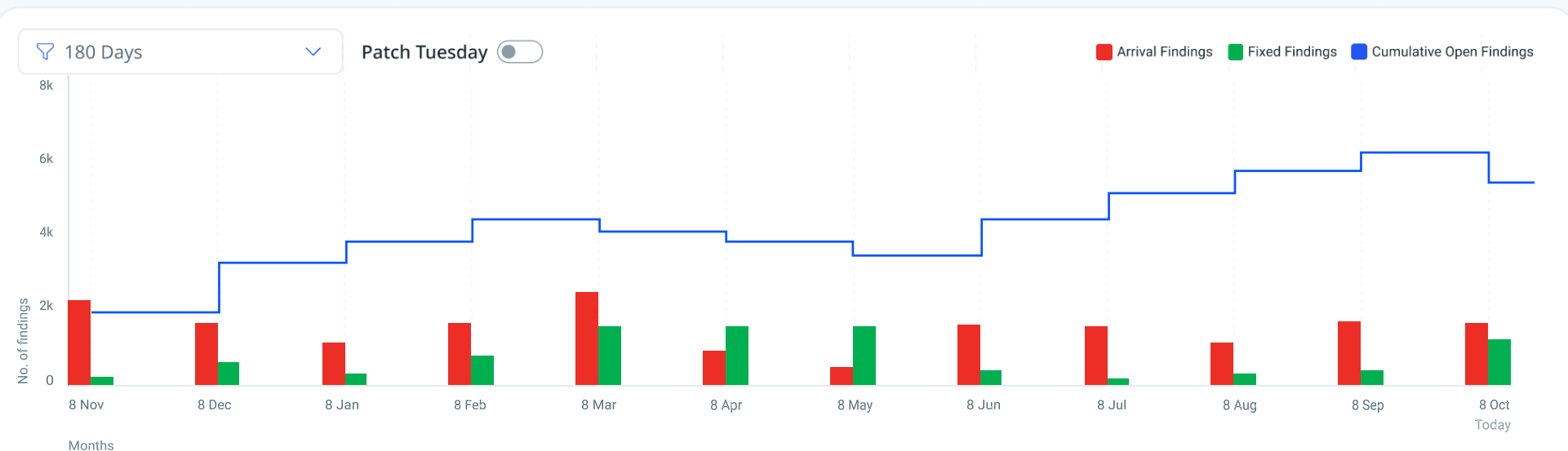
# The Backlog Spiral

**39%**

**YoY Increase in vulnerabilities** and exposures (CVEs) discovered worldwide.

— Qualys Threat Research

## Arrival & Burndown Rate



# Tracking The Pace of Remediation

● **5 Days**

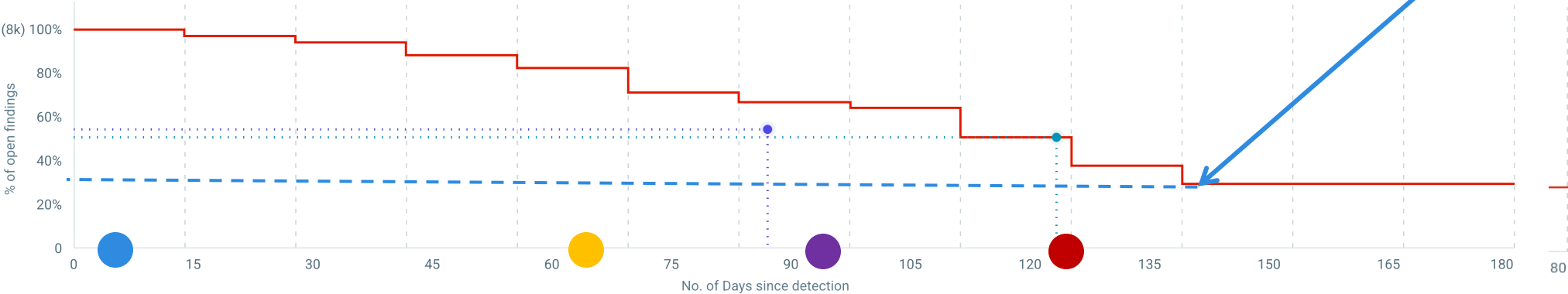
External Facing Assets  
Average Days to Exploit

Avg MTTR for External Facing assets

● <b>64 Days</b>	● <b>93 Days</b>	● <b>100+ Days</b>
Healthcare/Pharma	Banking/Financial	Hospitality

MTTR

180 Days



**20%**  
Critical Patch Tuesday  
Vulnerabilities are still **Open**



# Why does it matter?

# 1 in 4

Ransomware **attacks**  
**started** by exploiting a  
**known vulnerability** that  
remained unaddressed.

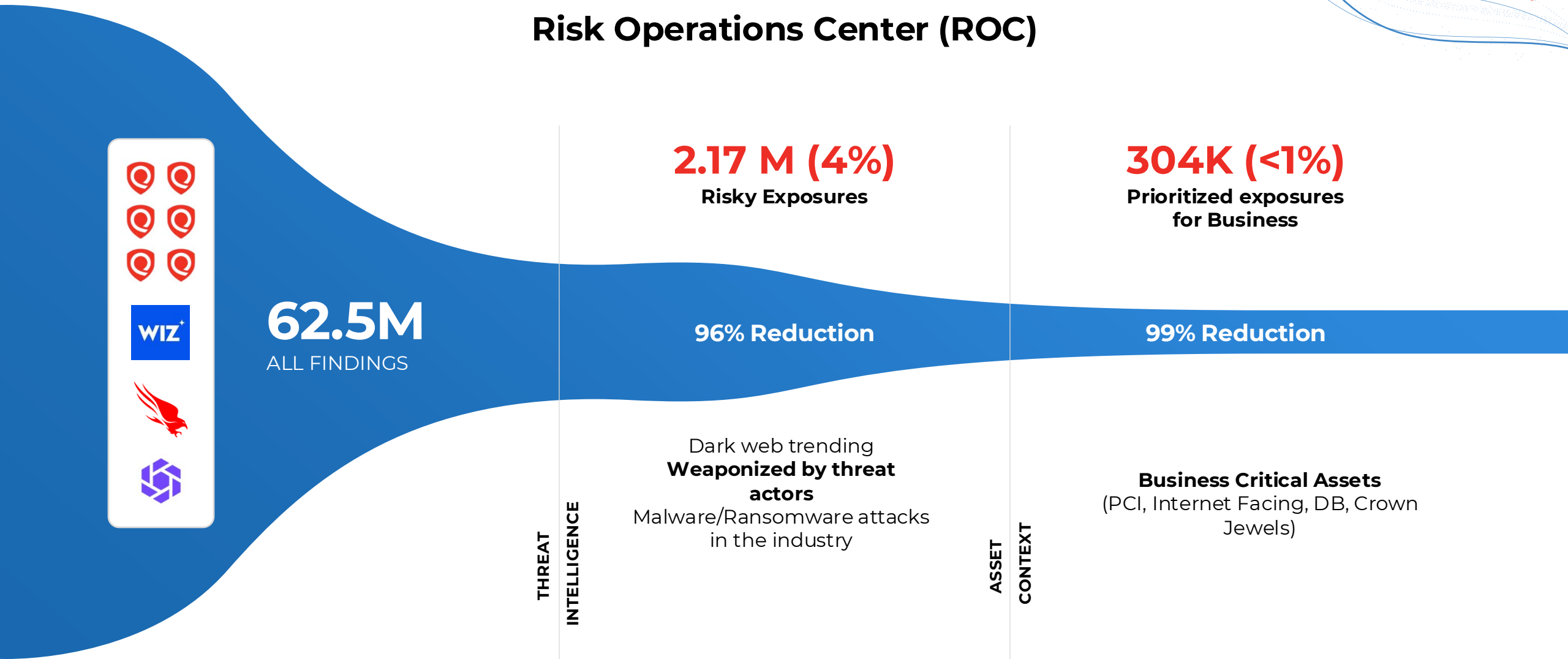
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# Prioritizing Risks to Reduce Exposure

## Risk Operations Center (ROC)



# Risk Operations Center (ROC)

Measure, Communicate and Eliminate Cyber Risk



**Unified Asset  
Inventory**



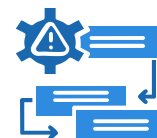
**Risk Factors  
Aggregation**



**Threat  
Intelligence**



**Business  
Context**



**Risk  
Prioritization**



**Risk Response  
Orchestration**



**Compliance  
& Executive  
Reporting**

**Machine Speed Detections**

**Human Speed Remediations**

**Align Pace of Remediation with Detection Speed**

# Augment Your Security Teams

Qualys  
**ROCon<sup>25</sup>**  
The Risk Operations Conference  
— AMERICAS —

Qualys **Unveils Agentic AI** to Power  
the Industry's First  
**AI-Native ROC**

# A Marketplace of Cyber Risk Agents

Your skilled, digital workforce for autonomous risk management


Reliable

**Agent Nyra** ★ 4.8


**Threat-Informed Risk Prioritization**  
Continuously monitors trending high-profile threats in your industry, for prioritizing their risk to your environment, by correlating them to attacker's tactics and techniques.

**Core Skills**  
Threat Intelligence Threat Prioritization MITRE Attack

**Projected Agent Impact**

<b>85%</b> Monitoring of Trending Threats	<b>22%</b> Reduction in Cyber Risk
--	---------------------------------------

[Employ](#)


Popular

**Agent Sara** ★ 4.7


**Autonomous Patch Tuesday Lifecycle**  
Automates Patch Tuesday from CVE mining to mapping patches, assets, and apps, enabling adaptive remediation to reduce risk and exposure windows, freeing teams to focus on higher-value security priorities with less business impact.

**Core Skills**  
Patch Tuesday Vulnerability Management Vulnerability Remediation

**Projected Agent Impact**

<b>15%</b> TruRisk Score Reduction	<b>75%</b> Faster Patch Closure (MTTR)
---------------------------------------	---

[Employ](#)


Trending

**Agent Nova** ★ 4.9

**Discover and Prioritize the Risk of External Attack Surface**  
Get hacker's eye view of your internet facing assets revealing the toxic combinations of open ports, listening service, risky vulnerabilities and business context of the asset to continuously prioritize and reduce your external attack risk.

**Core Skills**  
External Attack Surface Management (EASM) Threat Prioritization

**Projected Agent Impact**

<b>~25%</b> Unknown Assets Discovery	<b>~15%</b> Hidden Risk Reveal	<b>90%</b> Faster detection of risk
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[Employ](#)


Popular

**Agent Chang** ★ 4.6


**Audit-readiness Assessment & Reporting**  
Keeps you audit-ready continuously with autonomous evidence collection for in-scope assets, mapping to compliance requirements, delivering audit-readiness reports that highlight gaps and prioritize fixes, improving success while reducing manu...

**Core Skills**  
Compliance Management Audit Management +1

**Projected Agent Impact**

<b>85%</b> Less Time	<b>22%</b> Less Audit Gaps
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[Employ](#)


Reliable

**Agent Sophia** ★ 4.6


**Self-Healing Autonomous VM**  
Self-heals autonomous VMs by identifying security vulnerabilities and managing remediation under human supervision, reducing risk in real time. Ensures systems stay efficiently updated and resilient, minimizing the operational risk of threats.

**Core Skills**  
Continuous Discovery Risk Based Detection +1

**Projected Agent Impact**

<b>99%</b> Visibility into Internet-Facing Assets	<b>60%</b> Reduction in Noise	<b>4x</b> Faster Detection for Critical CVEs
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[Employ](#)


Reliable

**Agent Vikram** ★ 5

**Adaptive Cloud Risk Assessment**  
Discovers unknown and unmanaged (for cyber risk) cloud workloads and resources and assesses their risk with FlexScan strategies of agent & agentless scanning in cloud, making sure you never have a cloud asset without visibility into its risk

**Core Skills**  
CWPP CNAPP Cloud Security

**Projected Agent Impact**

<b>100%</b> Visibility into Cloud Assets	<b>6 Mins</b> To Define Flexible Scan Strategies in Cloud	<b>22%</b> Less Cyber Risk in Cloud
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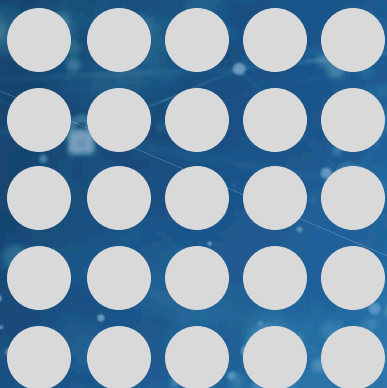
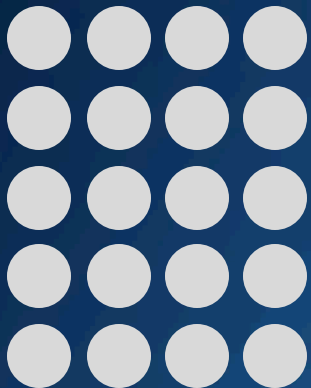
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# Demo



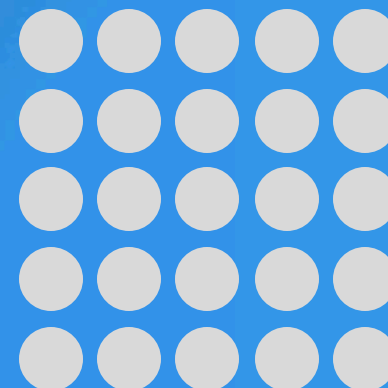
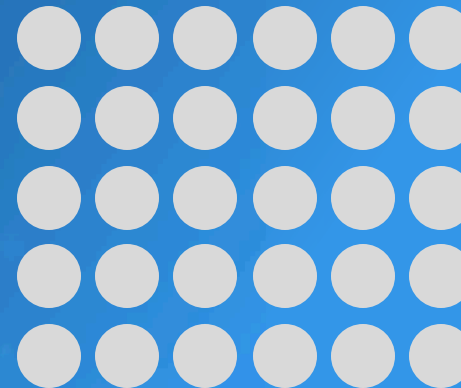


## Prioritization Agent



## Mitigation Agent

## Remediation Agent



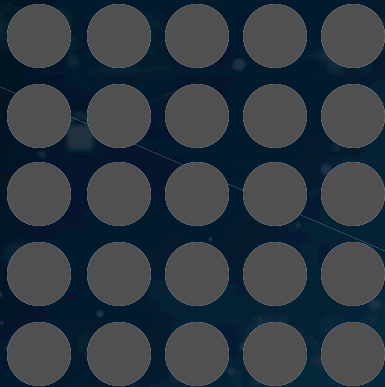
## Reporting Agent







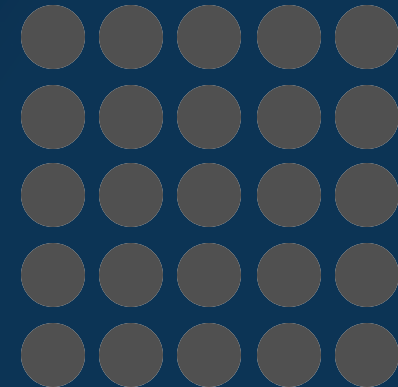
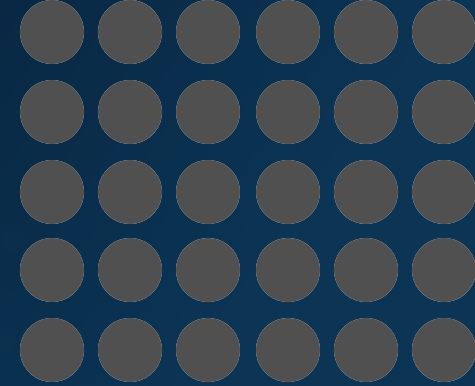
Prioritization Agent



Mitigation Agent



Remediation Agent



Reporting Agent

Time to response  
reduced



4 Days

# Experience Agentic AI in Qualys ETM

**Scan the QR Code** for a  
no-cost 30-day trial of ETM  
with Agentic AI.



Learn more at  
**qualys.com**



**Scan the QR code**  
and get early  
access to  
Agentic AI

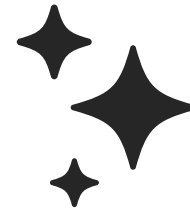


Talk to our experts  
for a **personalized**  
**consultation.**





Qualys®



# ROCon 25

The Risk Operations Conference

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AMERICAS